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Affaires extérieures
Canada

Government
Publication

Export Marketplace

Market Facts





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External Affairs
Canada

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Information on specific product market opportunities as reported by our missions abroad is available from the Senior Trade Commissioners in the International Trade Centres.



Introduction

The Department of External Affairs has produced this Market Facts booklet to make identifying export opportunities worldwide easier.

The information has been collected by 90 Canadian missions abroad and is organized by industry sector, subsector and mission. Each mission is responsible for a market area.

This booklet allows you, as an exporter or prospective exporter, to identify specific markets where trade commissioners believe your particular product or service has export potential.

More detailed information can then be obtained directly from the mission identified, the geographic trade development division of the Department of External Affairs or the International Trade Centre in the IS&T regional offices.

A summary of the primary export marketing services available from the Department of External Affairs and other government departments, as well as a list of key trade contacts, is also included in this booklet.



External Affairs' Export Programs and Services

International trade development is the largest function of the Department of External Affairs. The main components of the department's program are the Office of the Minister for International Trade, the five geographic branches, the Trade Policy Branch, the International Trade Development Branch and the Trade Communications Bureau. Specialists in the International Trade Development Branch are able to provide advice on many aspects of exporting including export finance, trading houses, countertrade, technology development, investment and information systems.

Because the department is responsible for fostering the expansion of Canada's international trade and commerce, it offers a number of programs and services to assist companies in their export efforts. The following section provides a brief overview of the primary export programs and services.

The Trade Commissioner Service

One of the best-known of the department's export-assistance programs, the Trade Commissioner Service, has a long history of working closely with the business community. Five geographic branches (US, Europe, Africa, Middle East, Asia-Pacific, and Latin American and Caribbean) with headquarters in Ottawa co-ordinate the work of over 400 trade officers at 90 missions around the world. Their primary tasks are to:

- identify market opportunities in their territory;
- identify local importers, agents, distributors and buyers that could be recommended to Canadian exporters;

- create a positive trading environment by developing good relations with governments, corporations and opinion makers in their areas;
- provide valuable advice to exporters on questions of access, credit information or on how to obtain import permits;
- promote commercial and industrial co-operation between the Canadian government and foreign governments;
- make representations, negotiate removal of non-tariff barriers and ensure international trade rules are observed;
- provide marketing assistance, market analysis, client calls and follow-up, and report on activities of any competition;
- promote foreign investment in Canada; and
- identify foreign technology of potential benefit to Canadian industry.

Trade commissioners are also deployed across Canada at International Trade Centres to assist Canadian companies in initial stages of market development.

Information on specific product market opportunities as reported by our missions abroad is available from the Senior Trade Commissioners in the International Trade Centres.

How to Work Effectively with Canadian Trade Offices Abroad

When contacting Canadian trade offices abroad, ensure that letters and telexes state clearly and in detail the assistance you require. It is recommended that companies develop a systematic marketing plan and focus their efforts on a targeted area.

The first time you contact a trade commissioner, be sure to provide the following information:

- your name and title;
- full name and address of your company;
- your telephone number with area code;
- your telex number with answerback;

- your facsimile number;
- precise description of your product(s) and how it is used (avoid use of abbreviations which could lead to confusion);
- your marketing plan (e.g., direct sales, agency agreements, licencing);
- target markets;
- export experience; and
- five copies of your product literature (as a follow-up to your telex or included with your letter).

The Directory of Canadian Trade Representation Abroad lists all Canadian missions and is available from Info Export: 1-800-267-8376.

Info Export

Info Export, the Department of External Affairs' export trade information centre, is the starting point for many Canadian companies interested in expanding into foreign markets.

By phoning their toll-free hotline service, or visiting their walk-in centre at External Affairs in Ottawa, experienced staff can:

- suggest how to start if you want to export;
- direct you to trade experts in Canada and abroad;
- inform and advise you about export programs and services;
- help you find answers quickly to export problems; and
- send you departmental export resource literature appropriate to your company's needs.

Info Export's knowledge of export assistance programs and services (federal and provincial) and of non-government organizations helps Canadian exporters acquire the tools needed to compete successfully in world markets.

If you are serious about exporting,
contact:

Info Export (BTCE)
Department of External Affairs
125 Sussex Drive
Ottawa, Ontario
K1A 0G2

Toll Free: 1-800-267-8376

WIN Exports

WIN Exports is the primary export-sourcing instrument for Canadian trade development officers abroad. Trade officers are continually identifying new export sales opportunities for a wide variety of goods and services. Participation in the WIN Exports computerized information system allows Canadian companies access to these valuable export opportunities and provides related market intelligence.

Information for WIN Exports is derived from the Business Opportunities Sourcing System (BOSS), managed by IS&T or the WIN Exports Division of External Affairs.

By registering with WIN Exports you ensure that Canada's trade commissioners have accurate, up-to-date information on your company's export capabilities, experience and interests.

WIN Exports Division (TPP)
Department of External Affairs
125 Sussex Drive
Ottawa, Ontario
K1A 0G2

Tel: (613) 996-2584
Telex: 053-374-5146

Program for Export Market Development

The Program for Export Market Development (PEMD) is the major trade promotion program of the Department of External Affairs. PEMD helps Canadian businesses to participate in or undertake various types of export promotion activities.

Assistance is given by sharing costs, and therefore the risk, that a business would not, or could not, normally undertake on its own. PEMD facilitates export sales by assisting with trade missions, trade fairs, bidding on specific foreign projects, and establishing export consortia and permanent sales offices in existing export markets.

PEMD offers assistance for both government-initiated and industry-initiated activities. For activities initiated by industry, as opposed to government, the assistance provided is repayable if export sales result.

For information on PEMD, contact the local office of IS&T or phone the Department of External Affairs, Info Export: 1-800-267-8376.



Other Governmental Departments and Agencies Offering Export Assistance

Canadian International Development Agency

The Canadian International Development Agency (CIDA) administers Canada's program of official international development assistance in over 100 countries. In addition to bilateral projects, CIDA's Business Co-operation Program helps Canadian exporters penetrate new markets in developing countries. The program supports Canadian firms seeking opportunities for investment, joint ventures and transfers of proven technology.

CIDA
Industrial Co-operation Division
5th Floor
200 Promenade du Portage
Hull, Quebec
K1A 0G4

Tel: (819) 997-7901
Telex: 053-4140

Export Development Corporation

The Export Development Corporation (EDC) is a Crown corporation that insures and finances export sales of goods and services by Canadian companies. EDC provides credit insurance, surety and performance bonds, as well as loans and loan guarantees for foreign purchases.

For further information contact the nearest EDC office: Halifax, Nova Scotia, (902) 429-0426; Montreal, Quebec, (514) 878-1881; Ottawa, Ontario, (613) 598-2992; Toronto, Ontario, (416) 364-0135; London, Ontario, (519) 679-6523; Winnipeg, Manitoba, (204) 943-3938; Calgary, Alberta, (403) 294-0928; or Vancouver, British Columbia, (604) 688-8658.

EDC
151 O'Connor Street
P.O. Box 655
Ottawa, Ontario
K1P 5T9

Tel: (613) 598-2500

Canadian Commercial Corporation

A Crown corporation, the Canadian Commercial Corporation (CCC) acts as prime contractor when foreign governments and international agencies wish to purchase goods and services from Canadian sources on a government-to-government basis. In responding to such requests, CCC identifies Canadian sources, obtains bid documents for suppliers and certifies their capability to perform.

In addition to participating in negotiations, the Corporation follows through on contract management, inspection, acceptance, shipping, payment to suppliers and collection from customers. Its participation helps reduce the complexity of export sales for Canadian firms and often encourages foreign customers to deal with smaller or less well-known suppliers.

CCC
Head Office
Metropolitan Centre, 11th Floor
50 O'Connor Street
Ottawa, Ontario
K1A 0S6

Tel: (613) 996-0034
Telex: 053-4359

Department of External Affairs

The geographic trade branches of the Department of External Affairs manage and co-ordinate the full range of Canadian trade relations in the five main regions of the world — Africa and the Middle East; Asia and Pacific; Latin America and the Caribbean; the United States; and Europe.

The trade development divisions listed below provide a direct point of access for the business community to trade specialists located at External Affairs in Ottawa. These trade divisions are in daily contact with Canada's missions abroad and are available to assist in developing export markets.

Africa and Middle East

Africa Trade Development Division
(GAT)
(613) 990-6593

Middle East Trade Development
Division (GMT)
(613) 993-7040

Asia-Pacific

Asia-Pacific South Trade Development
Division (PST)
(613) 996-0917

East Asia Trade Development Division
(PNC)
(613) 992-7359

Japan Trade Development Division
(PNJ)
(613) 995-1281

Latin America and Caribbean

Caribbean and Central America Trade
Development Division (LCT)
(613) 996-7059

South America Trade Development
Division (LST)
(613) 996-5546

United States

United States Trade and Investment
Development Division (UTE)
(613) 993-5911 or 993-5914

United States Trade and Tourism
Development Division (UTW)
(613) 993-7343, 993-6566 or 993-7344

Europe

U.S.S.R. and Eastern Europe Trade
Development Division (RBT)
(613) 996-2858

Western Europe Trade and Investment
Development Division (RWT)
(613) 995-9401

International Trade Centres

In order to provide a “one-stop shopping” service for Canadian exporters, the Department of External Affairs in co-operation with the new Department of Industry, Science and Technology (IS&T) has created a network of International Trade Centres (ITCs) covering all of Canada.

In each province, the ITC is located within the regional office of IS&T. It is managed by a senior trade commissioner and staffed by trade officers with international experience. Their function is to assist Canadian companies to respond to the new challenges of world-wide trade and the new opportunities arising from the Canada-U.S. Free Trade Agreement.

The ITCs will, on an individual basis, help you establish or expand your company's export program by:

- identifying international market opportunities;
- describing the ways and means of doing business outside Canada;
- providing financial assistance under programs such as the Program for Export Market Development (PEMD);
- liaising with IS&T sector specialists;

- assisting with exhibits at international trade fairs; and
- ensuring your firm is kept informed of developments affecting world markets.

International Trade Centre
Department of Industry, Science and
Technology
P.O. Box 11610
900-650 West Georgia St.
Scotia Tower
Vancouver B.C.
V6B 5H8
Tel: (604) 666-0434
Telex: 04-51191
Fax: (604) 666-8330

International Trade Centre
Department of Industry, Science and
Technology
The Cornerpoint Building
Suite 505
10179 – 105th Street
Edmonton, Alberta
T5J 3S3
Tel: (403) 420-2944
Telex: 037-2762
Fax: (403) 420-4507

International Trade Centre
Department of Industry, Science and
Technology
6th Floor
105 – 21st Street East
Saskatoon, Saskatchewan
S7K 0B3
Tel: (306) 975-4353
Telex: 074-2742
Fax: (306) 975-5334

International Trade Centre
Department of Industry, Science and
Technology
Suite 608
330 Portage Avenue
Winnipeg, Manitoba
R3C 2V2
Tel: (204) 983-2097
Telex: 07-57624
Fax: (204) 983-2187

International Trade Centre
Department of Industry, Science and
Technology
4th Floor
Dominion Public Building
1 Front Street West
Toronto, Ontario
M5J 1A4
Tel: (416) 973-5000
Telex: 065-24378
Fax: (416) 973-8714

International Trade Centre
Department of Industry, Science and
Technology
Stock Exchange Tower
800 Victoria Square
Room 3800, P.O. Box 247
Montreal, Quebec
H4Z 1E8
Tel: (514) 283-6796
Telex: 055-60768
Fax: (514) 283-3302

International Trade Centre
Department of Industry, Science and
Technology
Assumption Place
770 Main Street
P.O. Box 1210
Moncton, New Brunswick
E1C 8P9
Tel: (506) 857-6452
Telex: 014-2200
Fax: (506) 857-6429

International Trade Centre
Department of Industry, Science and
Technology
1496 Lower Water Street
P.O. Box 940, Station M
Halifax, Nova Scotia
B3J 2V9
Tel: (902) 426-7540
Telex: 019-22525
Fax: (902) 426-2624

International Trade Centre
Department of Industry, Science and
Technology
Confederation Court Mall
134 Kent Street, Suite 400
P.O. Box 1115
Charlottetown, Prince Edward Island
C1A 7M8
Tel: (902) 566-7400
Telex: 014-44129
Fax: (902) 566-7450

International Trade Centre
Department of Industry, Science and
Technology
90 O'Leary Avenue
P.O. Box 8950
St. John's, Newfoundland
A1B 3R9
Tel: (709) 772-5511
Telex: 016-4749
Fax: (709) 772-5093

International Trade Centre
Department of Industry, Science and
Technology
10th Floor
Precambrian Building
P.O. Bag 6100
Yellowknife, Northwest Territories
X1A 1C0
Tel: (403) 920-8575
Fax: (403) 873-6228

Trade Development Liaison and Special
Projects Division (TPL)
Lester B. Pearson Building
125 Sussex Drive
Ottawa, Ontario
K1A 0G2
Tel: (613) 996-3324
Telex: 053-3745
Fax: CETM Project Management Office
Lester B. Pearson Bldg. (613) 996-9103
River Road (613) 957-0454

International Trade Centre
Department of Industry, Science and
Technology
Suite 301
108 Lambert Street
Whitehorse, Yukon
Y1A 1Z2
Tel: (403) 668-4655
Fax: (403) 668-5003

Provincial Governments

Your provincial government department or agency responsible for international trade can offer assistance in a variety of ways. Provincial government contacts across Canada include the following:

Newfoundland

Department of Development and Tourism
P.O. Box 4750
St. John's, Newfoundland
A1C 5T7
Tel: (709) 576-5600
Telex: 016-4949
Fax: (709) 576-3627

Prince Edward Island

Marketing Division
Prince Edward Island Development Agency
First Avenue
West Royalty Industrial Park
Charlottetown, Prince Edward Island
C1E 1B0
Tel: (902) 368-5800
Telex: 014-44109
Fax: (902) 566-4030

Nova Scotia

Department of Industry, Trade and
Technology
World Trade and Convention Centre
1800 Argyle Street
P.O. Box 519
Halifax, Nova Scotia
B3J 2R7
Tel: (902) 424-8920
Telex: 019-22548
Fax: (902) 424-5739

New Brunswick

Industrial Development Branch
Department of Commerce and Technology
Centennial Building
P.O. Box 6000
Fredericton, New Brunswick
E3B 5H1
Tel: (506) 453-3984
Telex: 014-46100
Fax: (506) 454-8410

Quebec

Ministère du Commerce extérieur et
du Développement technologique
770, rue Sherbrooke ouest
7^e étage
Montréal (Québec)
H3A 1G1
Tel: (514) 873-5575
Telex: 055-61760
Fax: (514) 873-4230

Ontario

U.S.A. Section
Industry and Trade Expansion Division
Ministry of Industry, Trade and Technology
5th Floor, Hearst Block
Queen's Park, 900 Bay Street
Toronto, Ontario
M7A 2E1
Tel: (416) 963-2500
Telex: 06-219786
Fax: (416) 995-7791

Manitoba

Trade Branch
Department of Industry, Trade and
Technology
4th Floor, 155 Carleton Street
Winnipeg, Manitoba
R3C 3H8
Tel: (204) 945-2775
Telex: 075-87833
Fax: (204) 945-2775

Saskatchewan

Trade Promotion Branch
Department of Trade and Investment
Bank of Montreal Building
2103 - 11th Avenue
Regina, Saskatchewan
S4P 3V7
Tel: (306) 787-5353
Telex: 071-2675
Fax: (306) 787-2198

Alberta

Trade and Investment Division
Department of Economic Development and
Trade
Sterling Place, 11th Floor
9940 - 106th Street
Edmonton, Alberta
T5K 2P6
Tel: (403) 427-2134
Telex: 037-2197
Fax: (403) 427-0610

British Columbia

International Marketing Branch
Ministry of Economic Development
B.C. Enterprise Centre, P.O. Box 19
750 Pacific Boulevard
Vancouver, British Columbia
V6B 5E7
Tel: (604) 660-4567
Telex: 04-55459
Fax: (604) 660-2457

Yukon

Department of Economic Development:
Mines and Small Business
P.O. Box 2703
Whitehorse, Yukon
Y1A 2C6
Tel: (403) 667-3014
Telex: 036-8260
Fax: (403) 668-6205

Northwest Territories

Trade, Investment and Industrial
Development Division

Department of Economic Development and
Tourism

P.O. Box 1320

Yellowknife, Northwest Territories

X1A 2L9

Tel: (403) 873-7376

Telex: 034-4531

Fax: (403) 920-4218



Global Export Opportunities by Industry Sector

Agriculture, Food Products and Services

*Animal and poultry breeding stock
(including semen and embryos)*

Country	Mission
Argentina	Buenos Aires
Australia	Melbourne Sydney
Czechoslovakia	Prague
France	Paris
Germany, East	Warsaw
Guatemala	Guatemala
Japan	Tokyo
Korea	Seoul
Mexico	Mexico
Poland	Warsaw
Portugal	Lisbon
Tunisia	Tunis
Venezuela	Caracas
Yugoslavia	Belgrade

Horticulture (fruit, vegetables, flora)

Country	Mission
Japan	Tokyo
Singapore	Singapore

Seeds and special crops

Country	Mission
Argentina	Buenos Aires
France	Paris
Germany, East	Warsaw
Japan	Tokyo
Mexico	Mexico
Poland	Warsaw
Portugal	Lisbon
Singapore	Singapore
Tunisia	Tunis
Uruguay	Buenos Aires
Venezuela	Caracas

Meats and meat by-products

Country	Mission
France	Paris
Japan	Tokyo
Sweden	Stockholm
United Kingdom	London
United States	Chicago

Semi and processed food and drink

Country	Mission
Argentina	Buenos Aires
Australia	Melbourne Sydney
France	Paris
Germany, West	Dusseldorf
Japan	Osaka Tokyo
New Zealand	Wellington
Puerto Rico	Atlanta
United States	Atlanta Chicago Dallas Minneapolis New York, Consulate General San Francisco Washington

Agriculture machinery, equipment and tools

Country	Mission
Australia	Melbourne Sydney
Israel	Tel Aviv
United States	Atlanta Chicago Dallas Minneapolis

Food handling, processing equipment

Country	Mission
Bulgaria	Belgrade
Germany, East	Warsaw
Poland	Warsaw
United States	Chicago

Feed, fertilizer and veterinary products

Country	Mission
Argentina	Buenos Aires
Indonesia	Jakarta
Japan	Tokyo

Services, including consulting

Country	Mission
Germany, East	Warsaw

Fisheries, Sea Products and Related Services

Fish and shellfish and other marine products

Country	Mission
Austria	Vienna
Denmark	Copenhagen
Egypt	Cairo
Finland	Helsinki
Germany, East	Warsaw
Germany, West	Dusseldorf
Hong Kong	Hong Kong
Italy	Milan
Ivory Coast	Abidjan
Japan	Osaka
	Tokyo
Korea	Seoul
Portugal	Lisbon
Singapore	Singapore
Spain	Madrid
Sweden	Stockholm
Switzerland	Berne
Trinidad and Tobago	Port-of-Spain
United Kingdom	London
United States	Chicago
	New York,
	Consulate General

Processed fish and shellfish

Country	Mission
Australia	Melbourne Sydney
France	Paris
Italy	Milan
Poland	Warsaw
Sweden	Stockholm
Switzerland	Berne
U.S.S.R.	Moscow

Marine harvesting and processing machinery and equipment (other than vessels)

Country	Mission
Poland	Warsaw

Grains and Oilseeds

Cereal grains

Country	Mission
Bulgaria	Belgrade
Germany, East	Warsaw
Iraq	Baghdad
Italy	Milan
Israel	Tel Aviv
Japan	Tokyo
Korea	Seoul
Poland	Warsaw
Portugal	Lisbon
Sweden	Stockholm
Yugoslavia	Belgrade

Oilseeds

Country	Mission
Egypt	Cairo
India	New Delhi
Iraq	Baghdad
Japan	Tokyo
Korea	Seoul
Pakistan	Islamabad
Portugal	Lisbon
Singapore	Singapore
Yugoslavia	Belgrade

Defence Programs, Products and Services

Aerospace and marine

Country	Mission
Indonesia	Jakarta
Italy	Rome
Japan	Tokyo
Saudi Arabia	Riyadh
Singapore	Singapore
United States	Chicago
	Los Angeles
	New York,
	Consulate General
	Philadelphia
	Washington

Armaments and vehicles

Country	Mission
Belgium	Brussels
Indonesia	Jakarta
Saudi Arabia	Riyadh
Singapore	Singapore
United States	Chicago
	Washington

Electrical and electronics

Country	Mission
Argentina	Buenos Aires
Australia	Sydney
Hong Kong	Hong Kong
Indonesia	Jakarta
Japan	Tokyo
Saudi Arabia	Riyadh
United States	Chicago
	Los Angeles
	Minneapolis
	New York,
	Consulate General
	San Francisco
	Washington

Other defence products and services

Country	Mission
Belgium	Brussels, N.A.C.
Denmark	Copenhagen
Germany, West	Bonn
United States	Chicago Philadelphia

Communication and Informatics Equipment and Services

Remote sensing

Country	Mission
Indonesia	Jakarta
Korea	Seoul
Malaysia	Kuala Lumpur
Saudi Arabia	Riyadh
Sweden	Stockholm

Workplace automation

Country	Mission
Sweden	Stockholm

Telecommunications (including space)

Country	Mission
Argentina	Buenos Aires
Australia	Melbourne Sydney
Austria	Vienna
Bulgaria	Belgrade
Chile	Santiago
China	Beijing
Cuba	Havana
Ecuador	Bogota
Ethiopia	Addis Ababa
France	Paris
Germany, West	Munich
Hong Kong	Hong Kong
Indonesia	Jakarta
Iraq	Baghdad
Ivory Coast	Abidjan
Japan	Tokyo
Kenya	Nairobi
Korea	Seoul
Malaysia	Kuala Lumpur
Mexico	Mexico
Norway	Oslo

Pakistan	Islamabad
Philippines	Manila
Poland	Warsaw
Saudi Arabia	Riyadh
Singapore	Singapore
Swaziland	Pretoria
Sweden	Stockholm
Switzerland	Berne
Syria	Damascus
Tunisia	Tunis
Uganda	Nairobi
United States	Atlanta
	Chicago
	Dallas
	New York,
	Consulate General
	San Francisco
	Washington
Venezuela	Caracas
Yugoslavia	Belgrade
Zaire	Kinshasa

Computers, software and systems

Country	Mission
Australia	Melbourne
	Sydney
Austria	Vienna
Belgium	Brussels
China	Beijing
Finland	Helsinki
France	Paris
Germany, West	Munich
Hong Kong	Hong Kong
Indonesia	Jakarta
Italy	Milan
	Rome
Ivory Coast	Abidjan
Japan	Tokyo
Mexico	Mexico
Norway	Oslo
Portugal	Lisbon
Saudi Arabia	Riyadh
Singapore	Singapore
Sweden	Stockholm
Switzerland	Berne

United States

Atlanta
Buffalo
Chicago
Dallas
Los Angeles
New York,
Consulate General
San Francisco
Washington

Venezuela

Caracas

Broadcasting (including cable TV)

Country

Mission

Finland

Helsinki

Ireland

Dublin

Norway

Oslo

Portugal

Lisbon

Sweden

Stockholm

Tunisia

Tunis

Electronic components

Country

Mission

Italy

Milan

Sweden

Stockholm

United States

Chicago

Robotics and artificial intelligence

Country

Mission

Australia

Sydney

United States

Chicago

Sweden

Stockholm

Electronics Equipment and Services

Products and components

Country

Mission

Finland

Helsinki

Japan

Tokyo

Korea

Seoul

New Zealand

Wellington

Switzerland

Berne

United States

Chicago

Instrumentation

Country	Mission
France	Paris
Indonesia	Jakarta
Korea	Seoul
Sweden	Stockholm
United States	Los Angeles Washington

Power and Energy Equipment and Services

Hydro

Country	Mission
Chile	Santiago
Ethiopia	Addis Ababa
Gabon	Libreville
Guatemala	Guatemala
Indonesia	Jakarta
Ivory Coast	Abidjan
Turkey	Ankara
Zimbabwe	Harare

Thermal

Country	Mission
Indonesia	Jakarta
Israel	Tel Aviv
Turkey	Ankara

Nuclear

Country	Mission
Indonesia	Jakarta
Japan	Tokyo
Romania	Bucharest
Turkey	Ankara

Transmission

Country	Mission
Indonesia	Jakarta

Control systems

Country	Mission
Poland	Warsaw

Electrical machines and systems

Country	Mission
Germany, East	Warsaw
United States	Detroit

Transportation Systems, Equipment, Components and Services

Aerospace and marine

Country	Mission
Bahamas	Kingston

Automotive

Country	Mission
Australia	Melbourne
Costa Rica	San Jose
France	Paris
Gabon	Libreville
Germany, West	Munich
Iraq	Baghdad
Japan	Tokyo
Korea	Seoul
Mexico	Mexico
Panama	San José
Saudi Arabia	Riyadh
Sweden	Stockholm
United States	Atlanta Chicago Detroit Los Angeles Seattle
Venezuela	Caracas

Urban transit

Country	Mission
United States	Atlanta Chicago Dallas Los Angeles San Francisco
Turkey	Ankara
Ivory Coast	Abidjan

Marine industries

Country	Mission
United States	Atlanta Chicago Dallas Seattle

Rail

Country	Mission
Indonesia	Jakarta
Ivory Coast	Abidjan
Mexico	Mexico
Nigeria	Lagos
Pakistan	Islamabad
Swaziland	Pretoria
United States	Washington

Aerospace

Country	Mission
Algeria	Algiers
Australia	Melbourne
Ethiopia	Addis Ababa
Greece	Athens
Indonesia	Jakarta
Ireland	Dublin
Japan	Tokyo
New Guinea	Sydney
Nigeria	Lagos
Pakistan	Islamabad
Portugal	Lisbon
Saudi Arabia	Riyadh
Singapore	Singapore
Swaziland	Pretoria
Sweden	Stockholm
United States	Dallas Seattle
Yugoslavia	Belgrade

Forest Products Equipment and Services

Wood and wood products

Country	Mission
Australia	Melbourne Sydney
Belgium	Brussels
China	Beijing

Denmark	Copenhagen
Egypt	Cairo
France	Paris
Germany, West	Dusseldorf
Greece	Athens
Ireland	Dublin
Italy	Milan
Jamaica	Kingston
Japan	Osaka
	Tokyo
Korea	Seoul
Netherlands	Hague, The
New Zealand	Wellington
Sweden	Stockholm
Switzerland	Berne
Tunisia	Tunis
United Kingdom	London
United States	Chicago
	Los Angeles

Pulp and paper products

Country	Mission
Argentina	Buenos Aires
Australia	Melbourne
	Sydney
Chile	Santiago
China	Beijing
Germany, West	Dusseldorf
India	New Delhi
Indonesia	Jakarta
Iraq	Baghdad
Japan	Tokyo
Korea	Seoul
Kuwait	Kuwait
Romania	Bucharest
Singapore	Singapore
Switzerland	Berne
Syria	Damascus
United Kingdom	London
United States	Chicago
Yugoslavia	Belgrade
Zaire	Kinshasa

Equipment and machinery

Country	Mission
Argentina	Buenos Aires
Australia	Melbourne Sydney
Chile	Santiago
Czechoslovakia	Prague
Germany, East	Warsaw
Indonesia	Jakarta
New Guinea	Sydney
New Zealand	Wellington
Poland	Warsaw
Sweden	Stockholm
United States	Atlanta Detroit
Yugoslavia	Belgrade

Mining, Metals, Mineral Products and Services

Minerals and mineral products

Country	Mission
Bulgaria	Belgrade
Chile	Santiago
China	Beijing
Denmark	Copenhagen
Egypt	Cairo
France	Paris
Iraq	Baghdad
Japan	Tokyo
Korea	Seoul
Mexico	Mexico
United Kingdom	London
Yugoslavia	Belgrade

Metals, primary and fabricated

Country	Mission
Japan	Tokyo
Korea	Seoul
United Kingdom	London
United States	Chicago Detroit

Equipment and machinery

Country	Mission
Algeria	Algiers
Australia	Sydney
Chile	Santiago
China	Beijing
Costa Rica	San José
Indonesia	Jakarta
Mexico	Mexico
Peru	Lima
Turkey	Ankara
United States	Chicago
Yugoslavia	Belgrade
Zaire	Kinshasa
Zimbabwe	Harare

Mine development services

Country	Mission
Gabon	Libreville
Germany, West	Dusseldorf
Indonesia	Jakarta
Turkey	Ankara

Oil and Gas Equipment and Services

Petroleum and related products

Country	Mission
Japan	Tokyo
United States	Detroit

Machinery and Equipment

Country	Mission
Algeria	Algiers
Czechoslovakia	Prague
Ecuador	Bogota
Egypt	Cairo
Indonesia	Jakarta
Iraq	Baghdad
Norway	Oslo
Saudi Arabia	Riyadh
Sweden	Stockholm
Trinidad and Tobago	Port-of-Spain
Turkey	Ankara
United States	Dallas Los Angeles
Yugoslavia	Belgrade

Services, including consulting

Country	Mission
Ecuador	Bogota
Turkey	Ankara

Petrochemicals and Chemical Products, Equipment and Services

Chemical and petrochemical products

Country	Mission
Australia	Melbourne Sydney
Ecuador	Bogota
France	Paris
Germany, West	Dusseldorf
Japan	Tokyo
Korea	Seoul
United States	Detroit

Equipment and machinery

Country	Mission
Gabon	Libreville
Guatemala	Guatemala

Plastics products, equipment and services

Country	Mission
Trinidad and Tobago	Port-of-Spain
United States	Chicago

Consumer Products

Apparel (cloth, fur, shoes, textiles)

Country	Mission
Belgium	Brussels
Hong Kong	Hong Kong
Japan	Tokyo
Norway	Oslo
Sweden	Stockholm
Switzerland	Berne

United States

Buffalo
Chicago
Dallas
Minneapolis
New York,
 Consulate General
San Francisco
Washington

Jewellery and giftware

Country

Mission

Japan

Tokyo

Culture industries

Country

Mission

Australia

Melbourne

Germany, West

Bonn

Japan

Tokyo

Sweden

Stockholm

Leisure products, tools and hardware

Country

Mission

Finland

Helsinki

Germany, West

Munich

Japan

Tokyo

Singapore

Singapore

Sweden

Stockholm

Switzerland

Berne

United States

Chicago

Los Angeles

Minneapolis

Furniture and appliances

Country	Mission
Japan	Tokyo
United States	Atlanta Chicago Dallas Los Angeles Minneapolis New York, Consulate General San Francisco Washington

Tools and hardware

Country	Mission
Germany, West	Dusseldorf

Education, Medical, Health Care Products and Services

Pharmaceuticals and biotechnology

Country	Mission
Australia	Sydney
Belgium	Brussels
Israel	Tel Aviv
Japan	Tokyo
Spain	Madrid
United States	Los Angeles
Zaire	Kinshasa

Hospital and medical equipment and instruments

Country	Mission
Australia	Melbourne
France	Paris
Germany, West	Dusseldorf
Japan	Tokyo
Korea	Seoul
Kuwait	Kuwait
Mexico	Mexico
Saudi Arabia	Riyadh
Switzerland	Berne
United States	Atlanta Chicago Los Angeles San Francisco

Educational services and equipment

Country	Mission
Ethiopia	Addis Ababa
Japan	Tokyo
Saudi Arabia	Riyadh
Turkey	Ankara
United States	Washington

Services, including consulting

Country	Mission
Saudi Arabia	Riyadh

Construction Industry

Building products

Country	Mission
Barbados	Bridgetown
Chile	Santiago
Hong Kong	Hong Kong
Ireland	Dublin
Japan	Tokyo
United States	Atlanta
	Chicago
	Detroit
	Los Angeles
	Minneapolis
	Seattle

Equipment and machinery

Country	Mission
Indonesia	Jakarta

Architectural construction services

Country	Mission
Gabon	Libreville
Poland	Warsaw
United States	Chicago

Industrial Machinery, Plants and Services

Manufacturing and materials handling, plants and equipment

Country	Mission
Australia	Melbourne Sydney
Austria	Vienna
Belgium	Brussels
Germany, East	Warsaw
Indonesia	Jakarta
Israel	Tel Aviv
Japan	Tokyo
Mexico	Mexico
Poland	Warsaw
United Kingdom	London
United States	Chicago Cleveland Detroit Los Angeles

Services, including consulting

Country	Mission
Japan	Tokyo

Tools and hardware

Country	Mission
United States	Chicago Los Angeles

Service Industries

Distribution

Country	Mission
United States	Atlanta

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